

Message Text

CONFIDENTIAL

PAGE 01 RABAT 02217 230110Z

41

ACTION PM-04

INFO OCT-01 NEA-10 ISO-00 ACDA-07 AID-05 IGA-02 OMB-01

TRSE-00 CIAE-00 INR-07 NSAE-00 /037 W

----- 061359

R 221725Z APR 76

FM AMEMBASSY RABAT

TO SECSTATE WASHDC 8400

SECDEF ISA/DSAA WASHDC

CSAF LGF WASHDC

C O N F I D E N T I A L RABAT 2217

E.O. 11652: GDS

TAGS: MASS

SUBJECT: AIR DEFENSE RADAR (U)

WESTINGHOUSE REPS MET WITH COMMANDER RMAF 21 APR 76. TOTAL PROGRAM COST OF APPROX \$86 MIL WAS QUOTED ON PREVIOUSLY SUBMITTED PROPOSAL. COL KABBAJ OUTLINED SEVERAL DESIRED CHANGES TO THE PROPOSED PROGRAM AND STATED THAT A REVISED PROPOSAL MUST BE PRESENTED TO HIM IN NO MORE THAN 20 DAYS. HE EMPHASIZED THAT COST AND RESPONSIVENESS WOULD BE THE TWO PRINCIPAL CRITERIA USED TO EVALUATE THE WESTINGHOUSE PROPOSAL AGAINST A SIMILAR PROPOSAL BY A FRENCH FIRM (THOMPSON CSF). THE WESTINGHOUSE PRESENTATION WAS WELL RECEIVED AND THE REPS LEFT IMPRESSION REVISED PROPOSAL WOULD BE PROVIDED WITHIN THE STATED TWENTY DAYS. (IN SUBSEQUENT CONVERSATION WITH US, WESTINGHOUSE REPS SAID THEY WOULD BE SEEKING DECISION FROM BALTIMORE HEADQUARTERS TODAY, BUT ASSUMED REVISED PROPOSAL WOULD BE SUBMITTED IN VIEW OF SIX YEARS OF EFFORTS AND CONSIDERABLE EXPENDITURES ALREADY MADE IN TRYING TO GAIN CONTRACT.) COL KABBAJ EMPHASIZED THAT CONTRARY TO RECENT RUMORS, THIS CONTRACT HAD NOT BEEN AWARDED TO THE FRENCH AND THAT THE TWO PROPOSALS WOULD BE EVALUATED TOGETHER AND A DECISION MADE AT THAT TIME.

ANDERSON

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: AIR DEFENSE, RADAR, MILITARY SALES, CONTRACTS, NEGOTIATIONS
Control Number: n/a
Copy: SINGLE
Draft Date: 22 APR 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: greeneet
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976RABAT02217
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D760154-0757
From: RABAT
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760433/aaaabcbk.tel
Line Count: 51
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION PM
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 1
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: greeneet
Review Comment: n/a
Review Content Flags:
Review Date: 21 JUN 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <21 JUN 2004 by buchant0>; APPROVED <08 OCT 2004 by greeneet>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: AIR DEFENSE RADAR (U) WESTINGHOUSE REPS MET WITH COMMANDER RMAF 21 APR 76. TOTAL
TAGS: MASS, MO, US, WESTINGHOUSE
To: STATE CSAF
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006